

MLS CLASSIC STATS REPORT * JANUARY- SEPTEMBER 2018 *

COEUR D'ALENE MULTIPLE LISTING SERVICE

Site Built < 2 Acres - Total Number of Sales Year-to-Date Each Year

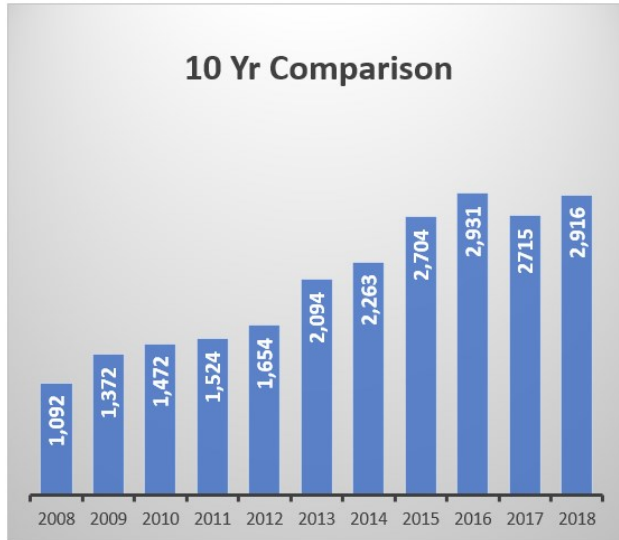


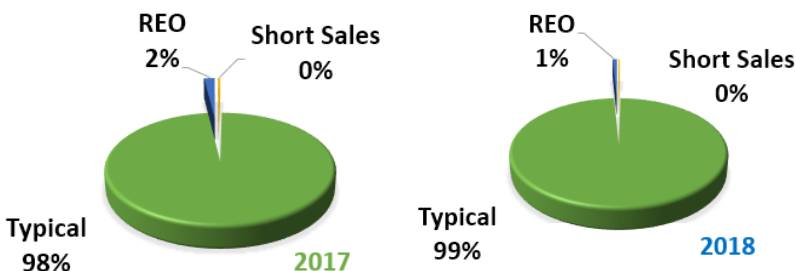
Table below reflects data on Residential Listings with house built on site, less than two acres of real property, sold from **January 1st through end of September** Each year reported is year-to-date. Shown are total number of sales, average sales price, and median sale price for each area.

Chart to left provides comparisons of total numbers of "S1 - Site Built on < 2 acre" listings sold in similar periods in previous years.

New construction housing accounted for 19% of "S1 - Site Built on < 2 acres" sales for year/date 2017, and for 21% of sales for year/date 2018.

Site Built less than 2 Acre Sold by Area	Area#				Average	Average		Median	Median	
		#/Sales	#/Sales	%/Chg	Sale Price	Sale Price		%/Chg	Sale Price	
		2017	2018		2017	2018		2017	2018	
Cd'A/Dalton	01	943	973	3%	283,392	314,711	11%	258,400	289,900	12%
Post Falls	02	804	867	8%	248,330	283,012	14%	228,963	262,685	15%
Hayden	03	384	389	1%	327,164	369,431	13%	285,000	325,000	14%
Rathdrum/Twin/Hauser	04, 04a	220	250	14%	241,127	278,655	16%	225,000	254,059	13%
North Kootenai County	05,06,07	103	82	-20%	211,718	224,401	6%	185,000	205,145	11%
South Kootenai County	08,09,10,11	42	61	45%	608,637	848,397	39%	557,000	640,000	15%
Kootenai County	above areas	2,183	2,298	5%	277,218	316,397	14%	246,000	275,000	12%
Silver Valley	12	153	166	8%	97,225	123,872	27%	82,000	119,000	45%
South/ South Shoshone/Benewah	13,14,15	46	40	-13%	116,674	162,221	39%	128,450	155,400	21%
North (Bonner & Boundary)	71	238	308	29%	242,071	270,405	12%	225,500	259,500	15%
Washington Counties	33	95	104	9%	249,023	283,578	14%	240,000	262,500	9%
Total Site Built < 2 Acres	all areas	2,715	2,916	7%	261,366	294,104	13%	235,000	261,000	11%

Comparison: Distress Sales/Typical Sales "Site Built <2 acre" Sales Only Year-to-Date

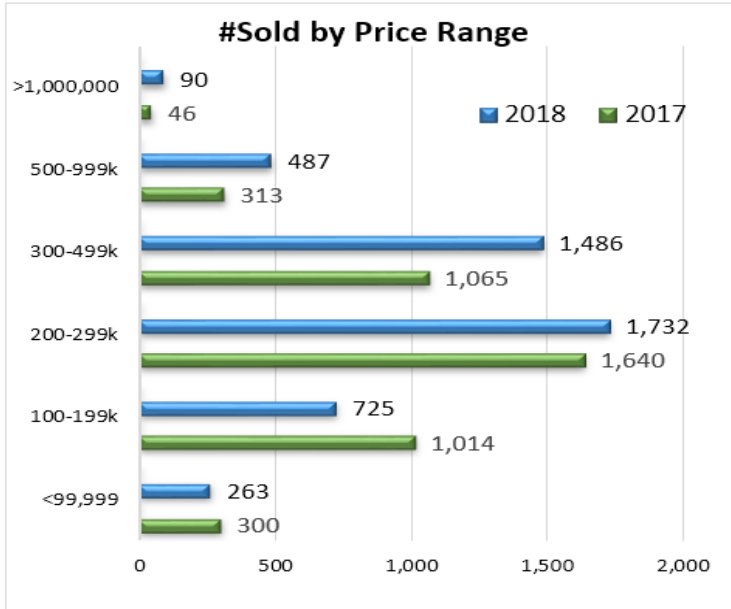


	2017		2018	
	#/Sales	Avg Sales Price	#/Sales	Avg Sales Price
Typical	2,937	265,121	3,206	302,501
REO	55	122,927	27	144,496
Short Sales	11	211,527	8	188,638

The representations in this report are based on data generated from the database of the Multiple Listing Service of the Coeur d'Alene Association of REALTORS® for the time periods specified in the report. Data maintained by the Association or its Multiple Listing Service may not reflect all real estate activity in the market.

All Residential Listing Types, from inexpensive mobile homes on rented lots to high-end waterfront properties. For Yr/Date 2017, sales prices ranged from \$7,000 to \$3,100,000 with an average of 104 days on market. For Yr/Date 2018, sales prices ranged from \$12,000 to \$4,999,500 with an overall average of 103 days on market.

#/Sales			Total Volume			Average Price			Median Price		
2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH	2017	2018	%/CH
4,366	4,777	9.4%	1,255,248,850	1,580,361,187	25.9%	287,505	330,827	15.1%	245,000	278,500	13.7%



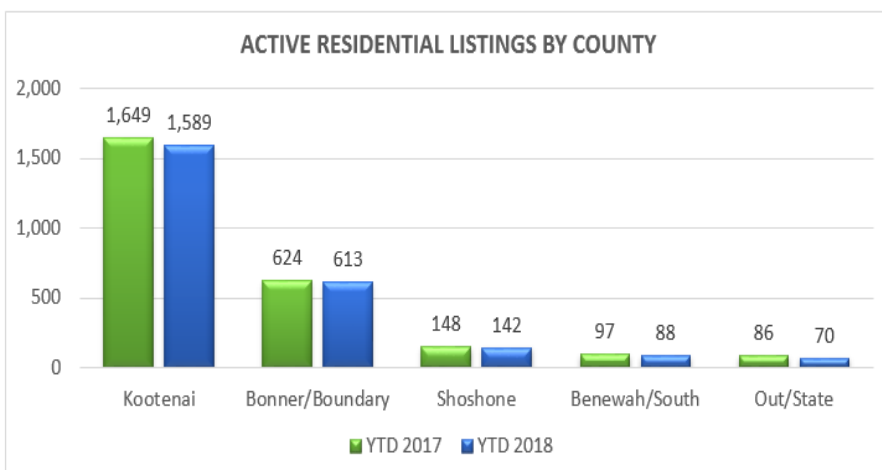
Residential # of Units Sold by Price Range
Year/Date for Each Year Reported

# Res Sold by Price	2017	%/Total	2018	%/Total
<99,999	300	6.9%	263	5.5%
100-199k	1,014	23.2%	725	15.2%
200-299k	1,640	37.5%	1,732	36.2%
300-499k	1,065	24.3%	1,486	31.1%
500-999k	313	7.1%	487	10.2%
>1,000,000	46	1.1%	90	1.9%

Residential Sales - % by Listing Type
Year/Date for Each Year Reported



List Type	#/Sales			Average Sales Price		
	2017	2018	%/CH	2017	2018	%/CH
CO	219	230	5.0%	239,380	267,866	11.9%
M1 < 2 ac	93	100	7.5%	132,780	143,455	8.0%
M2 > 2 ac	83	127	53.0%	220,744	226,188	2.5%
M3 Lease	98	103	5.1%	53,320	65,792	23.4%
S1 < 2 ac	3,028	3,240	7.0%	262,370	300,907	14.7%
S2 > 2 ac	530	642	21.1%	393,691	445,007	13.0%
S3 Lease	29	16	-44.8%	193,011	216,244	12.0%
TH	29	39	34.5%	221,593	248,301	12.1%
WC - Condo	21	35	66.7%	823,558	611,583	-25.7%
WF	169	197	16.6%	658,891	779,777	18.3%
WL - Lease	9	3	-66.7%	122,944	101,333	-17.6%
WS	58	45	-22.4%	379,975	440,012	15.8%



Active Listings	Now (2018)	1 yr Ago (2017)	%/Chg
All	4,937	5218	-5.4%
Res Only	2,360	2604	-9.4%

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Investment Properties

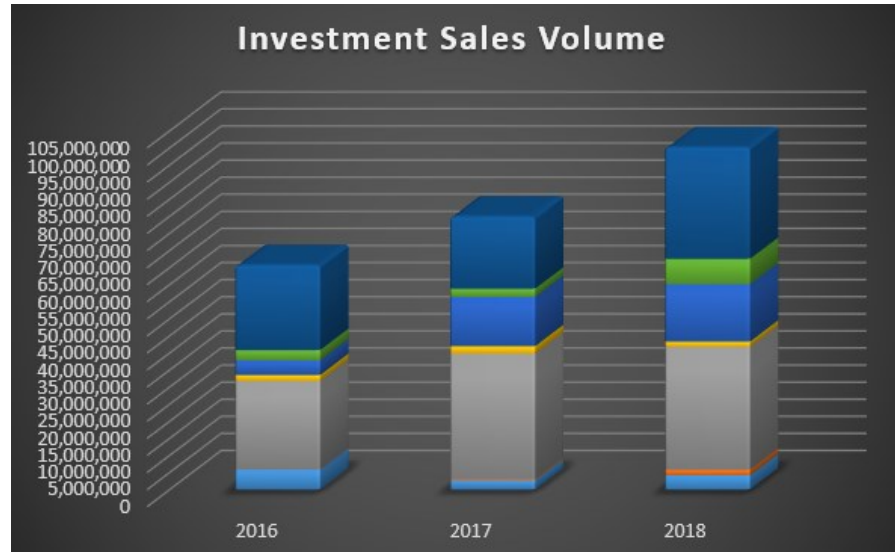
Investment Sales reported to MLS, Year/Date for all years reported.

Investment Properties YTD	#/Sales			Sold Volume		
	2016	2017	2018	2016	2017	2018
Business Bldg & Land	13	4	10	5,819,520	2,675,000	4,196,000
Business Opportunity	3	3	6	99,000	397,000	1,540,000
Commercial Bldg w/Land	60	64	65	25,863,260	36,699,610	36,028,275
Commercial Condo	12	23	18	1,704,150	2,151,800	1,488,500
Commercial Land	21	34	30	4,286,954	14,446,629	16,816,213
Farm/Ranch over 20 Ac	4	2	5	3,027,000	2,393,650	7,430,000
Multi-Family	87	82	103	24,908,931	21,161,252	32,722,865
Total	200	212	237	65,708,815	79,924,941	100,221,853

Investment Sales #/Sales - Year/Date

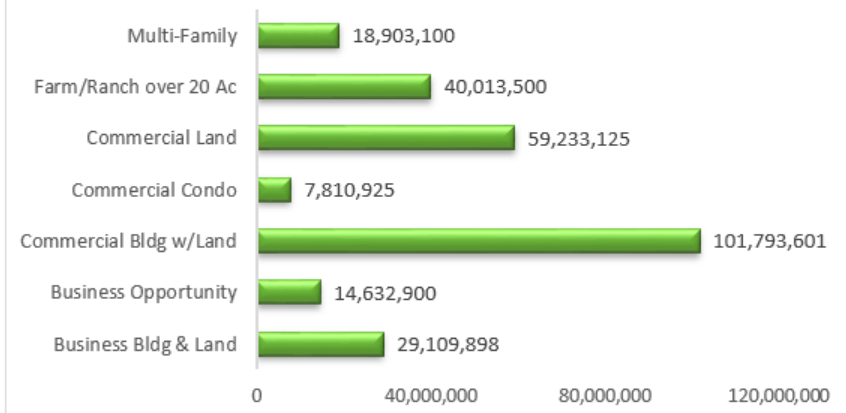


Investment Sales— Volume Total Volume - Year/Date



- Business Bldg & Land
- Business Opportunity
- Commercial Bldg w/Land
- Commercial Condo
- Commercial Land
- Farm/Ranch over 20 Ac
- Multi-Family

Volume of Active Listings for Investment Properties



Volume and Number of Active Investment Listings as of 9/30/2018

MF	31
FR	18
CL	84
CC	15
CB	142
BO	20
BB	39
Total	349

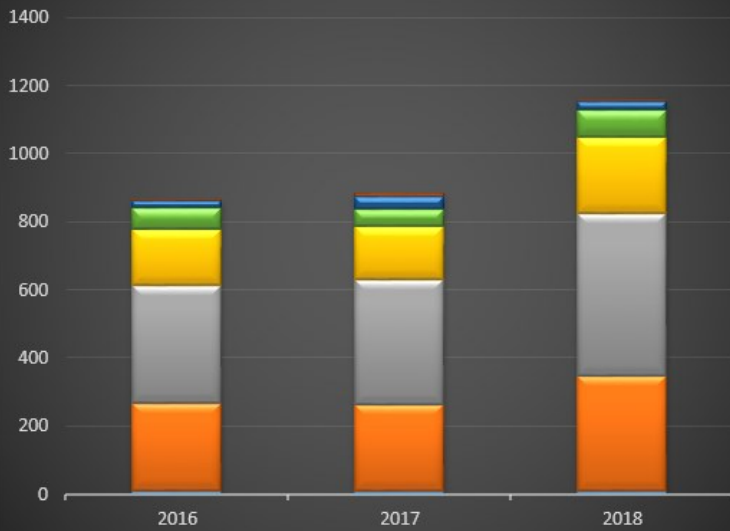
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Vacant Land Properties

Vacant Land Sales reported to MLS, Year/Date for all years reported

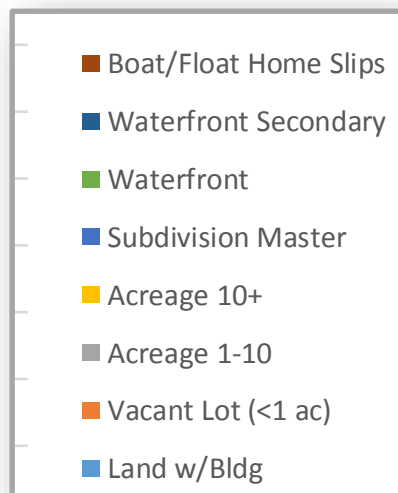
Vacant Land Properties	#/Sales			Sold Volume		
Listing Type	2016	2017	2018	2016	2017	2018
Land w/Bldg	11	9	10	1,077,650	1,082,400	1,803,500
Vacant Lot (<1 ac)	257	255	335	17,674,935	20,006,632	38,699,204
Acreage 1-10	343	367	478	29,482,030	34,852,493	52,347,193
Acreage 10+	166	156	225	26,353,240	28,524,392	50,728,480
Subdivision Master	2	0	0	1,275,000	0	0
Waterfront	61	50	79	15,074,000	9,924,800	17,309,199
Waterfront Secondary	21	37	25	2,197,300	3,804,850	2,766,350
Boat/Float Home Slips	2	10	2	65,000	553,100	93,000
total	863	884	1154	93,199,155	98,748,667	163,746,926

Vacant Land Number of Sales

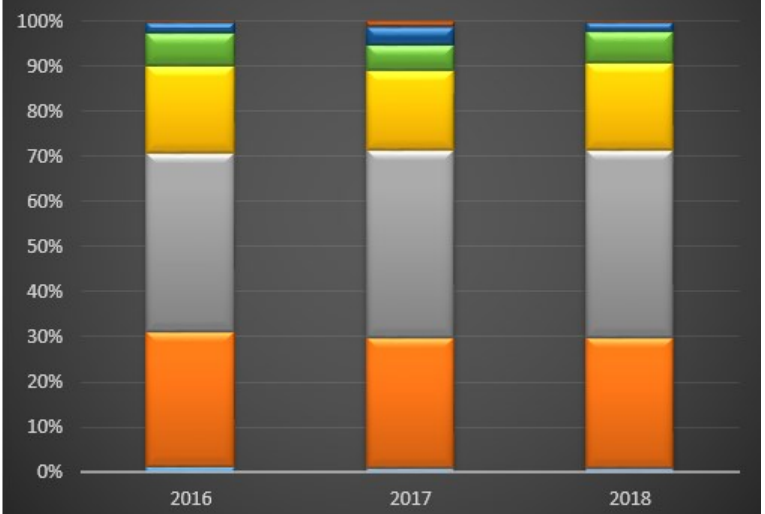


Vacant Land active listings as of September 30, 2018

Active Vacant Land Properties		
Listing type	Active	Volume
Land w/Bldg	10	4,887,500
Vacant Lot <1 ac	677	80,581,812
Acreage 1-10	778	120,095,196
Acreage 10+	493	203,071,451
Subdivision Master	1	7,000,000
Waterfront	180	94,855,950
Waterfront Secondary	69	9,209,175
Boat/Float Home Slip	4	204,900



Vacant Land Sales - % by Listing Type



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